Industry Day Conference

Test and Operations Support Contract (TOSC)

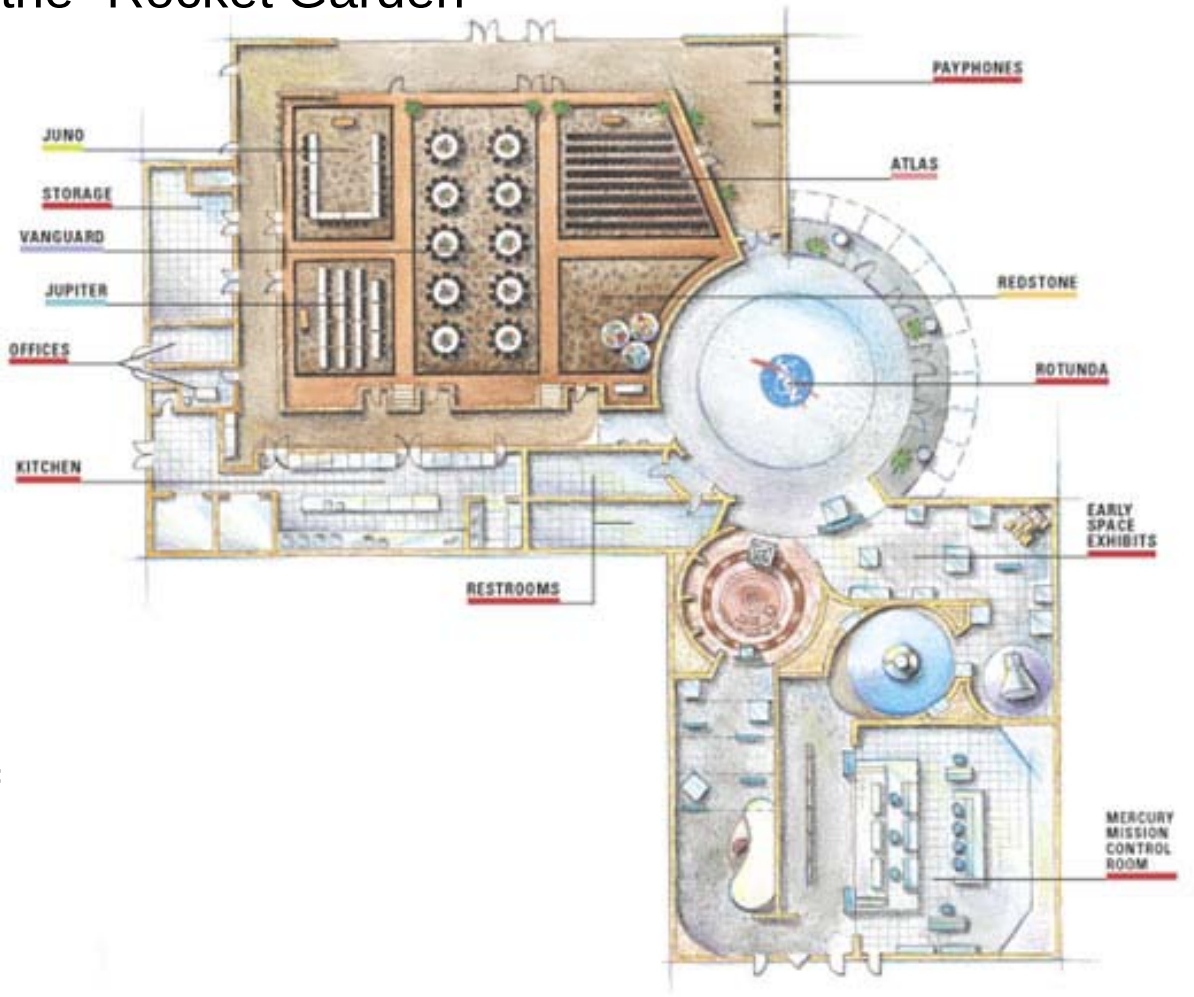
August 30, 2011

Agenda

- Presentations (9:00 a.m. to 11:00 a.m.)
  - Welcome and Overview – Laura Govan
  - Exploration Systems Development and 21st Century Ground Systems Program Orientation – Jennifer Kunz
  - International Space Station (ISS) Program Orientation – Ronnie Lawson
  - TOSC Procurement Overview – Laura Govan
  - One-on-One Meeting Instructions – Laura Govan
- Lunch / Conference Room Reconfiguration (11:00 am – 1:00 pm)
- One-On-One Meetings (1:00 – 5:00 pm)

Safety and Administrative

- In case of fire or other emergency please proceed to the nearest door marked with an exit sign and leave the building in an orderly fashion and gather in front of the “Rocket Garden”
- Please avoid the service areas except in the case of an emergency for safety and sanitary reasons
- Restrooms are located in the rotunda where you entered the building
- Refreshments are located at the back of the room



Goals of Industry Day

- Promote competition by providing a better understanding of the upcoming procurement

- Provide an early opportunity for the Government to introduce preliminary aspects of the procurement and improve the acquisition strategy based on valuable industry feedback

General Information

- These slides are for information and general planning purposes only. No solicitation exists at this time

- This presentation shall not be construed as a commitment by the Government or as a comprehensive description of any future requirements

- If a solicitation is released, it will be synopsized on the FedBizOpps and NASA Acquisition Internet Service web-sites

Questions

- Questions during this presentation should be submitted on the note cards provided. Government may address some questions verbally today
- Questions and answers will also be posted to the TOSC website. These written answers will be the official response
- If a difference exists between verbal and written responses to questions, the written responses shall govern

TOSC Industry Day

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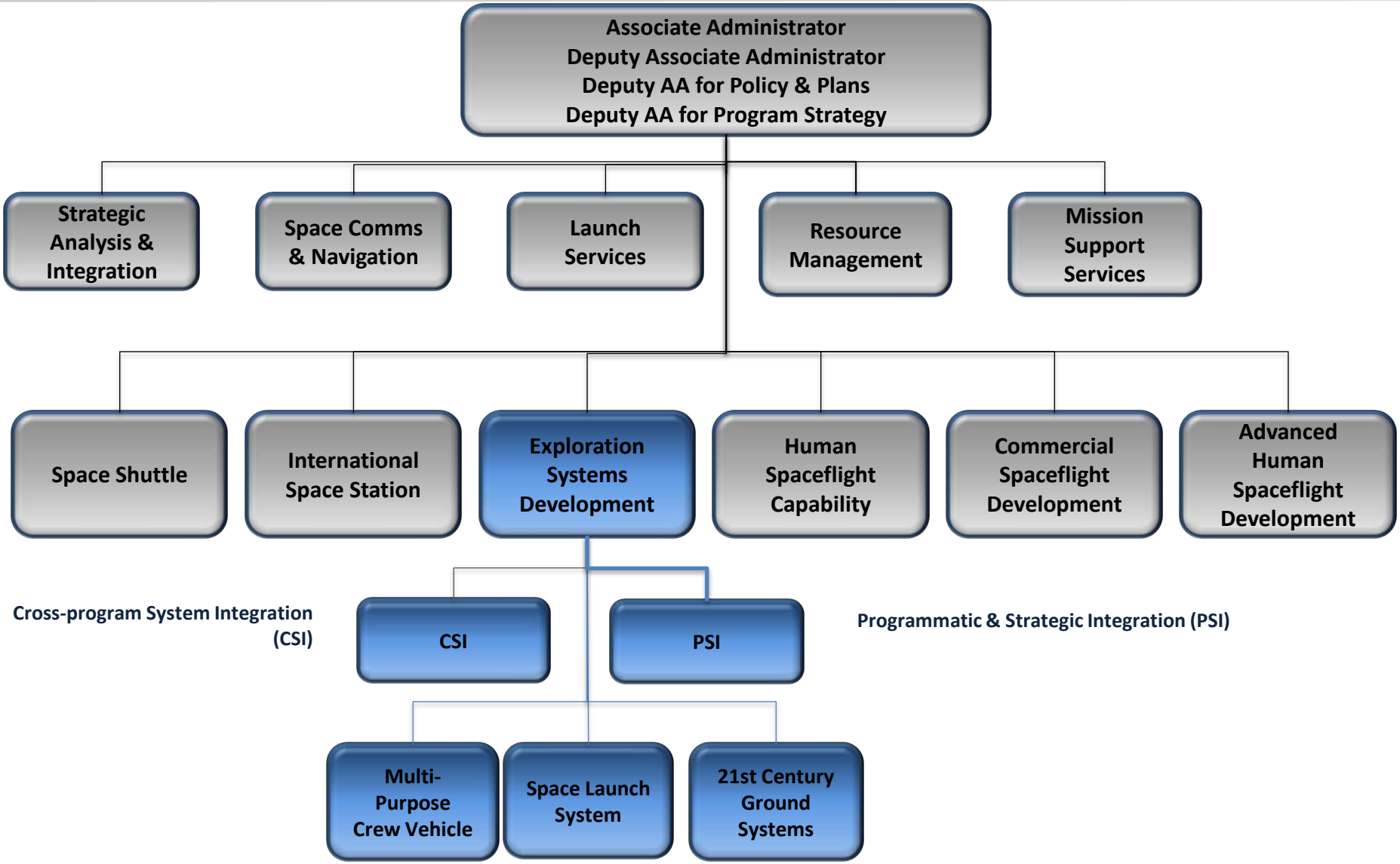
21st Century Ground Systems Program (21CGSP)

TOSC Industry Day
August 30, 2011

Agenda

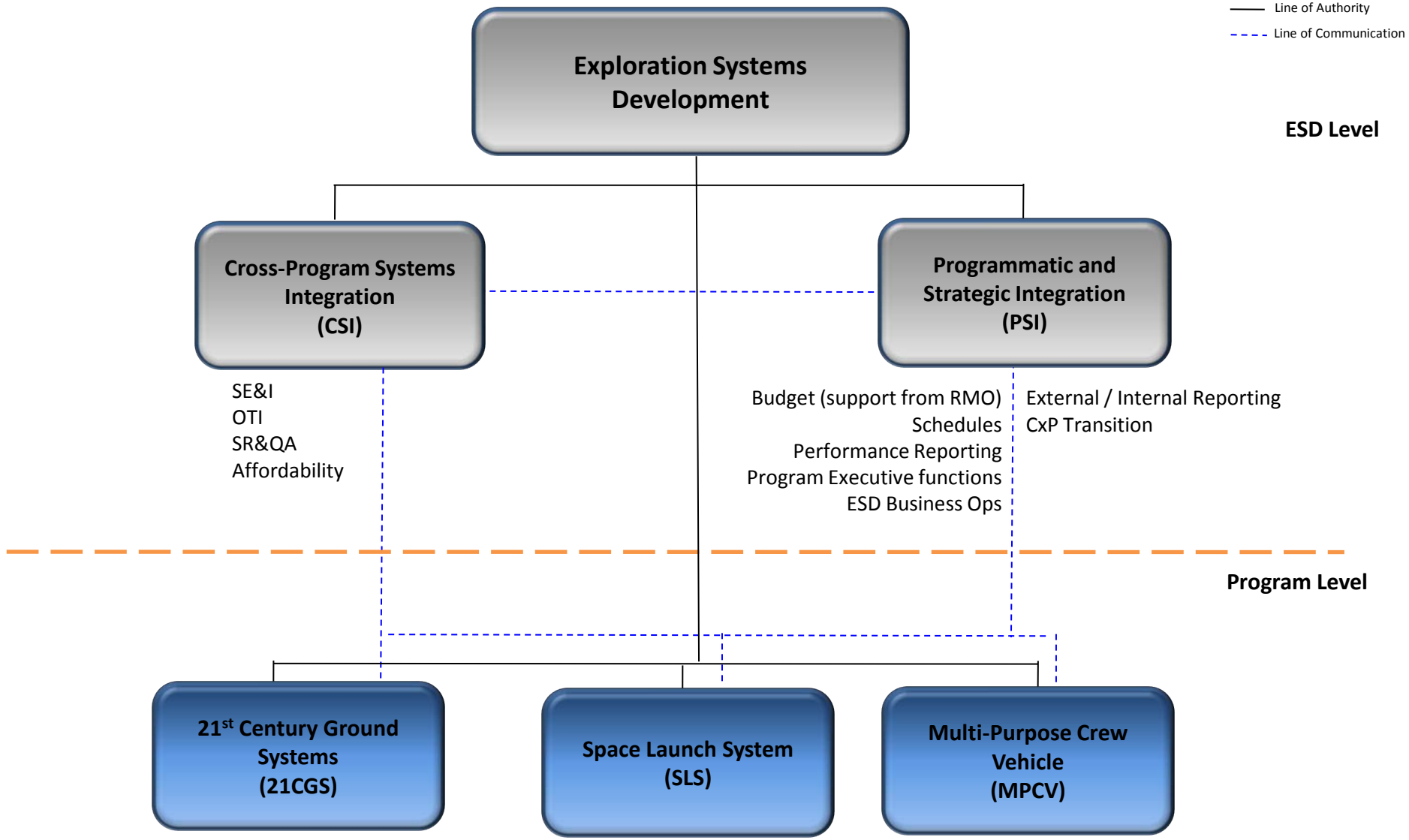
- Exploration Systems Development Organization
- 21st Century Ground Systems Program (CGSP) responsibilities
- 21st Century Ground Systems Program (CGSP) organizational philosophy
- 21CGSP IPTs
  - Vehicle Integration & Launch (VIL)
  - Command, Control, Communication, and Range (C3R)
  - Offline Processing & Infrastructure (OPI)

Draft Human Exploration and Operations (HEO) Organization

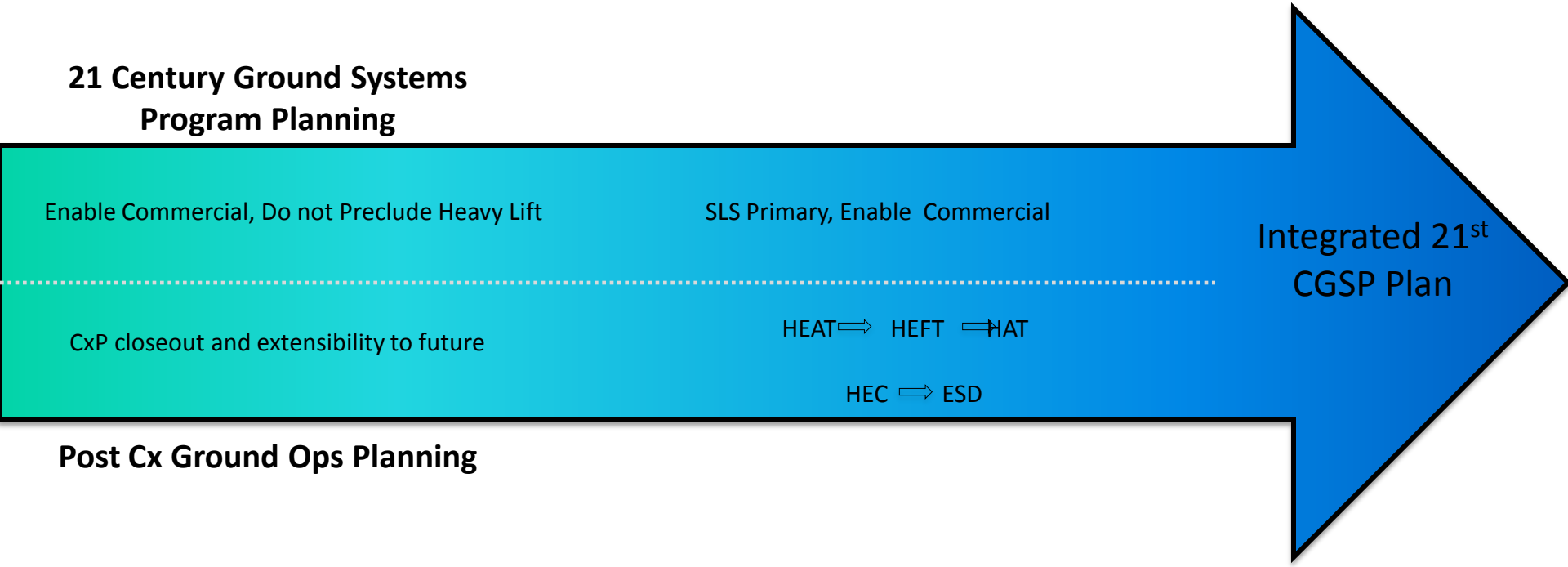


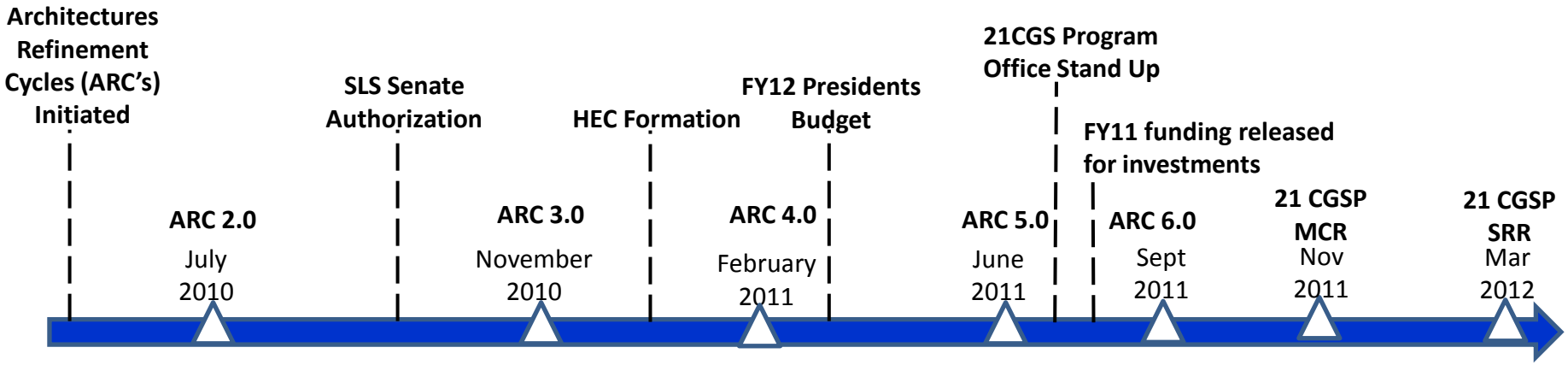
Organization

ESD Division and Programs



21st Century Ground Systems Overview
Program Planning Evolution





21CGSP Program Goal
Multi-Use Capability Development

- The 21st Century Ground Systems Program (21CGSP) transforms the Florida Launch and Range Complex by implementing a focused set of investments creating the spaceport of choice. The Program aligns with the needs of civil, national security, and commercial enterprises and ultimately extends to the international space community.

- Key Concepts
  - 21CGSP Investments focused on common infrastructure
  - Vehicle unique or other Program unique requirements will be funded by projects/programs
  - O&M costs borne by long-term user
  - Enable multi-use capability

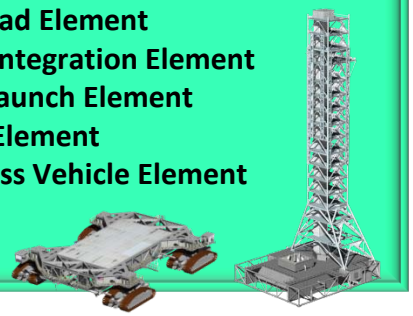
- 21CGSP Value Criteria:
  - Improves Space Complex Customers' value stream
  - Benefits to multiple customers
  - Injects current technology and reduces obsolescence
  - Urgency
  - Project risk (cost, schedule, technical)
  - Provides environmental improvements

21st Century Ground Systems Program

21st CGSP

Vehicle Integration and Launch (VIL)

- Launch Pad Element
- Vertical Integration Element
- Mobile Launch Element
- Crawler Element
- Small Class Vehicle Element



Offline Processing and Infrastructure (OPI)

- Spacecraft Offline Processing Element
- Launch Vehicle Offline Processing Element
- Infrastructure & Environmental Element
- Landing & Recovery Element
- Orion Production Operations Element

Command Control Communications and Range (C3R)

- End-to-End Command & Control Element
- Communications Systems Element
- Range Systems Element
- Advanced Ground Systems Maintenance Element

Develop, Test and Execute

21st Century Ground Systems Program Organizational Philosophy

Program Office Focus:

- Program/Project Management – cost, schedule, performance, risk
- Definition of Architecture and high level Concept of Operations
- Integrated Launch Manifest and Program Milestones
- Approval of requirements and baseline management
- Reporting to Headquarters
- Tri-Program integration with SLS and MPCV
- Maximize use of institutional organizations

Institutional provided Services and Products:

- Design and Implementation of Ground Systems
- Operations Planning and Execution
- Logistics
- Safety and Mission Assurance

Collaboration and Integration is key to the Program's success

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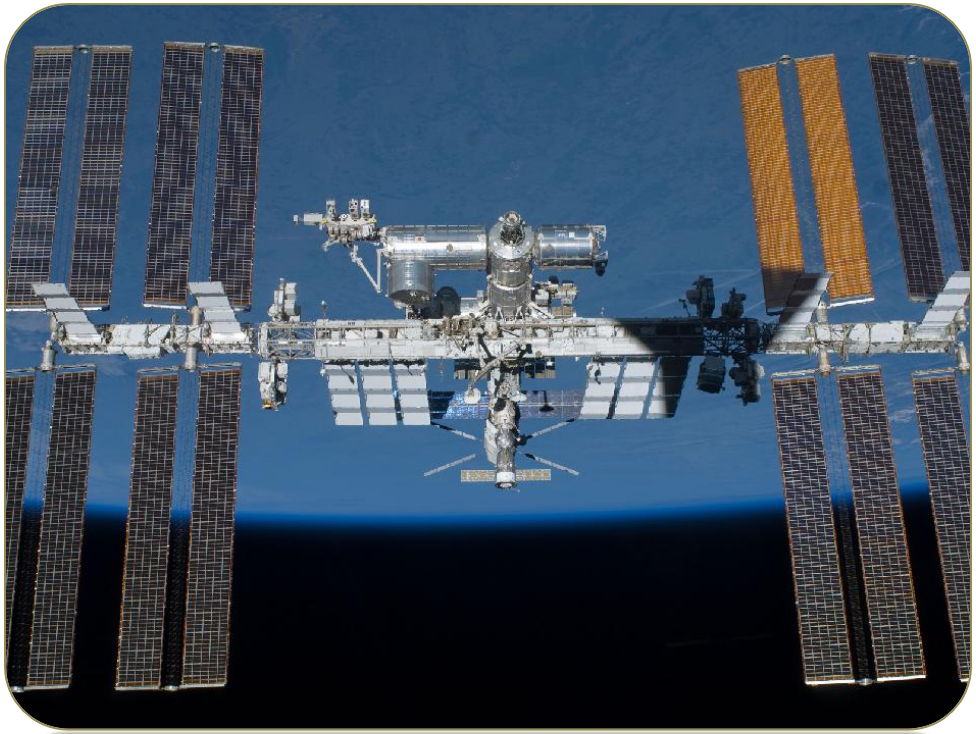
International Space Station (ISS)

Josie Burnett, Director
ISS Ground Processing & Research Project Office (UB)

Ronnie Lawson, Associate Director (Presenter)

ISS - Unique Orbiting Outpost



The International Space Station (ISS)... The largest, most complex international scientific project in history and the world's largest adventure into space to date. This unique orbiting outpost serves a test bed for future technologies and a research laboratory for new, advanced industrial materials, communications technology, medical research, and much more.

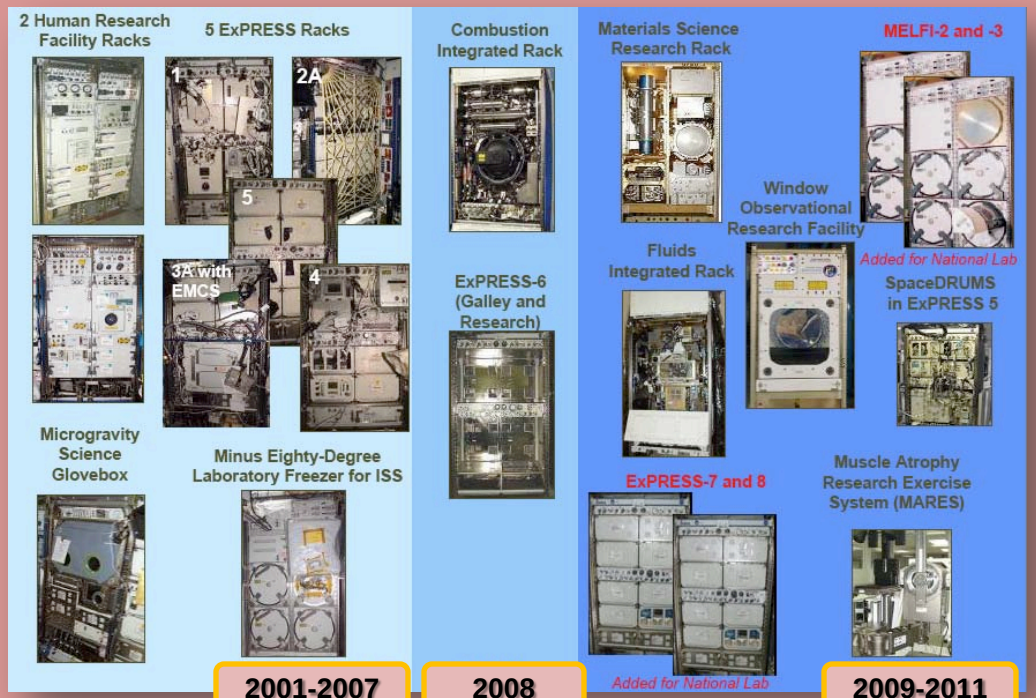
ISS - As a National Laboratory

The International Space Station (ISS) Research Fields

- Biology and Biotechnology
- Human Research
- Technology Demonstration
- Earth and Space Science
- Educational Activities
- Physical & Material Sciences

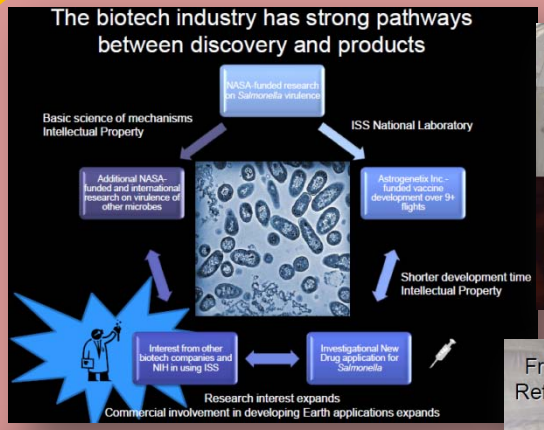
ISS as a Multi-Discipline Research Platform for Discovery

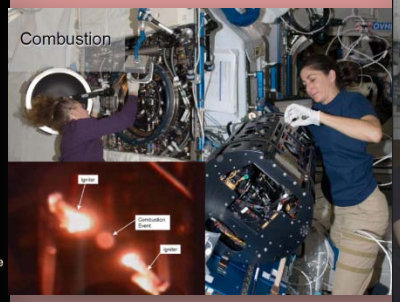
ISS Research Facility Capabilities "Utilization"

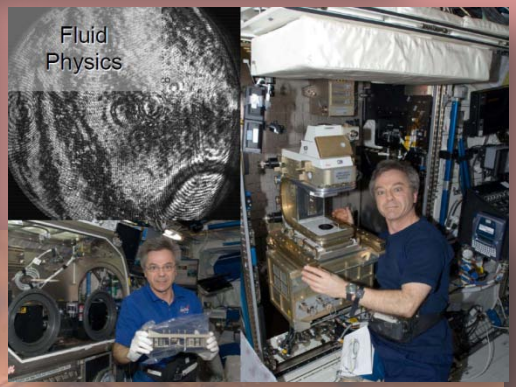


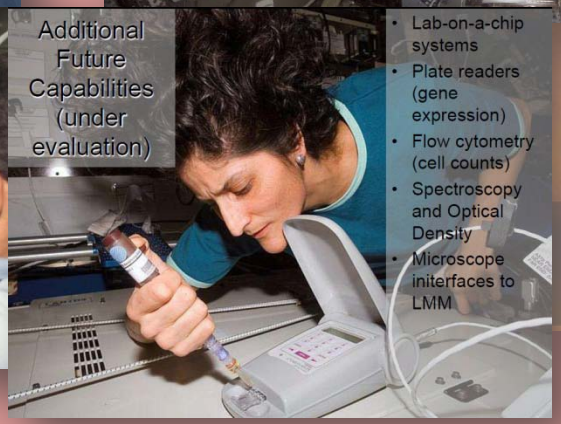
KSC P/L Dev

ISS as a Platform for Technology Demonstrations



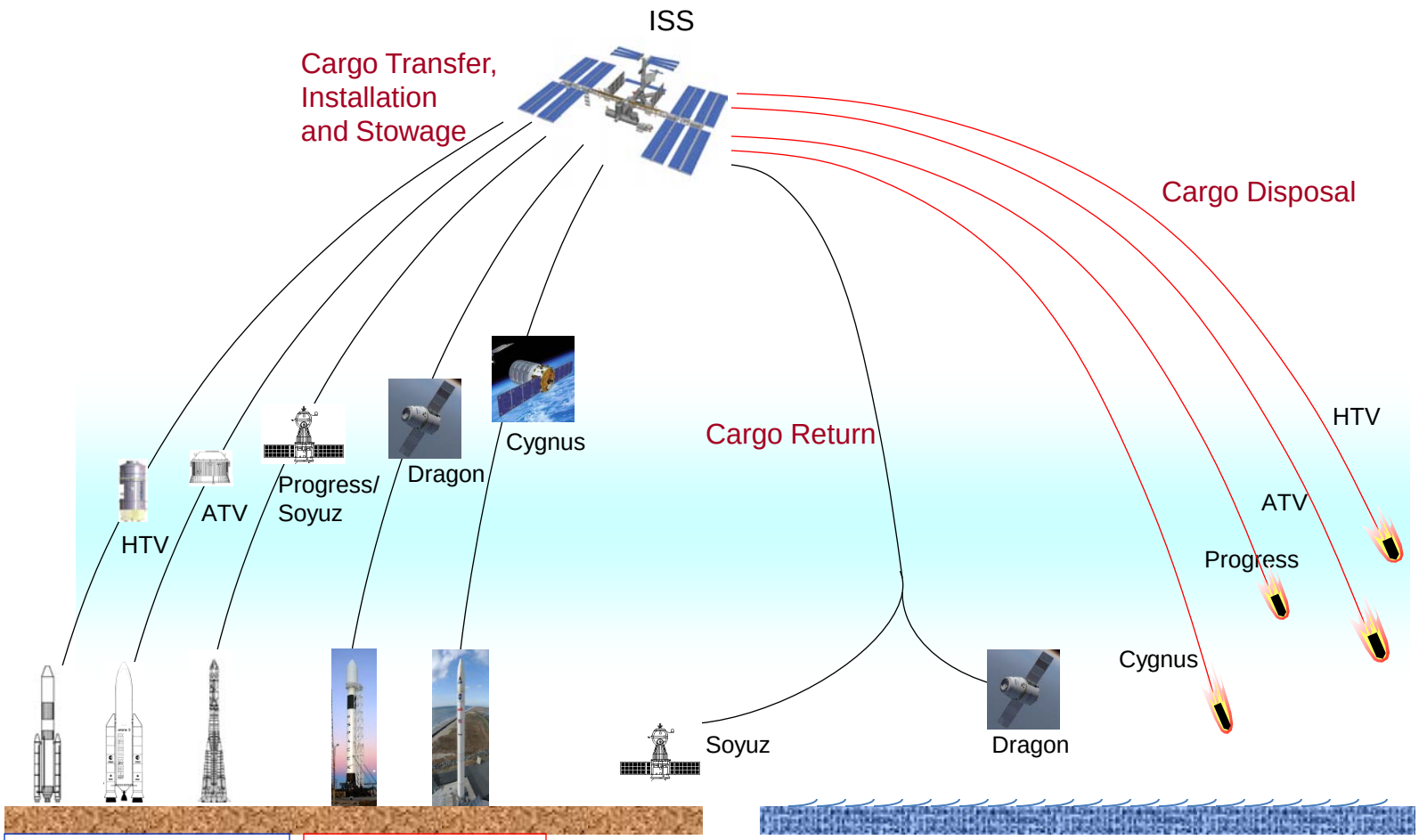






Cancer Treatment Delivery– Microcapsules (micro-balloons) for drug with desirable properties developed on the ***International Space Station*** were reproduced on Earth and were successful in targeting delivery of anti-cancer drugs to successfully shrink tumors in ground tests. A device to produce similar capsules on Earth has now been patented, and clinical trials of the drug delivery method are beginning.

Cargo Transportation Architecture – Post Shuttle – A Supply Chain Evolving



Hardware Arrives at Facility

- We assist customers with transportation needs to ship their hardware to KSC via air, land or sea, International or domestic.
- After offload operations, KSC will assist customer with delivery to processing facility.
- Warehousing, Depot, Transition & Retirement (T&R)

Logistics

Orbital Replacement Unit (ORU) Processing –

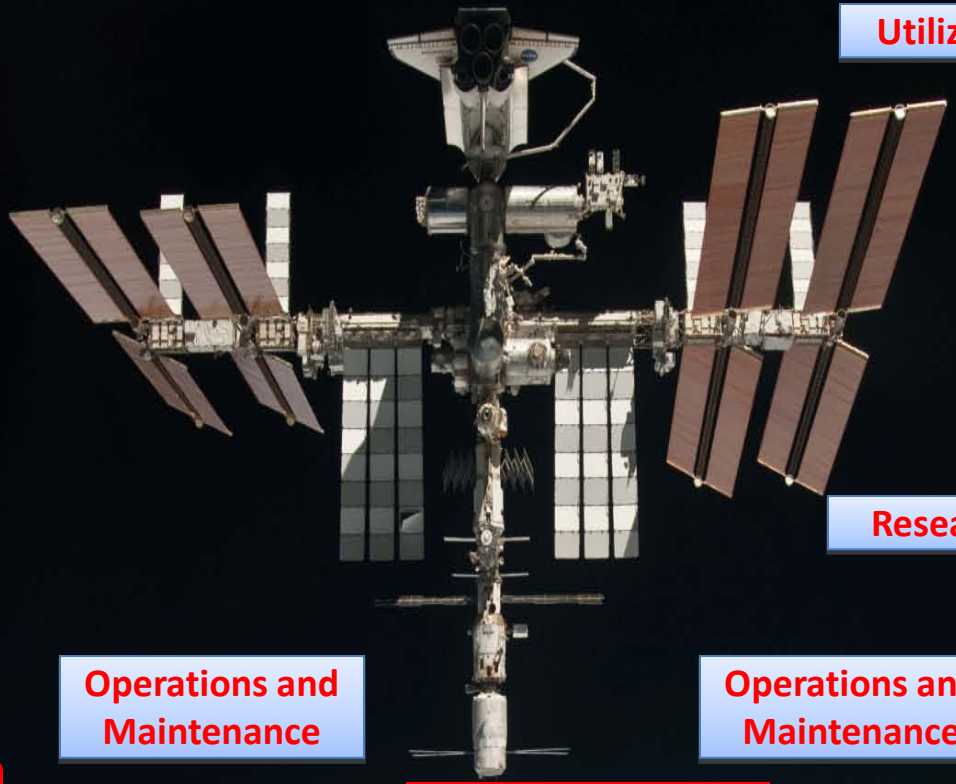
- Assembly, servicing, integration, depot, maintenance and repair, and transportation to launch site.

ORUs

Utilization

- Processing and support to hardware and science processing for NASA, International Partners, National Laboratory and commercial customers

Utilization



ISS-Research (ISS-R)

- Mission integration for life science payloads developed at KSC and payloads partnered with other customers.
- Research Center for Plant Biology

Research

Launch Support

- Launch Support as Required
- Operating & Maintaining ground systems and support equipment.

Operations and Maintenance

Operations and Maintenance

Integration with Launch Vehicle

- Assist with integration of hardware at launch site (KSC or other location) including late access operations at the launch site.

Transportation to Launch Site

- Assist the customer in shipment of hardware to the launch site whether it is at KSC or other location.

Facilities/Logistics

SSPF

Space Life Sciences Laboratory (SLSL)

M6-698 Warehouse

M7-505 Warehouse/Depot

M6-794 Warehouse

Pallet Storage

Mobile Rail Storage

Drawer Storage

Bulk Pallet Rack Storage

The Future of Space Exploration

This is the beginning of a new era in space exploration where we will build the capabilities to send humans deeper into space than ever before.

We will use the **International Space Station** as a test bed and stepping stone for the challenging journey ahead.

We are changing the way we do business, fostering a commercial industry that will safely service low Earth orbit so we can focus our energy and resources on sending astronauts to **NEO's.**

The road ahead is challenging but this approach and space exploration architecture puts us in a position to go where no human has gone before.

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Procurement Objectives

- Provide a single processing contract to promote synergy of ground processing activities across multiple customers
  - Existing and emerging NASA programs, commercial companies and other government agencies
- Enable and support commercial space industry (e.g., Commercial Crew partners and other commercial ventures) via Spaceport Services
- Achieve safe and successful ground, launch and recovery operations
- Maximize competition to promote best value for government (combination of performance and cost)
- Provide flexible contract structure and encourage flexibility to support evolving requirements and accommodate fluctuations in work load
- Maximize new and innovative approaches, encourage continuous improvement, and reduce operational life-cycle costs
- Encourage small business participation
- Incorporate Industry feedback to reduce proposal requirements

Procurement Background

- February 2010: President's Budget Request cancels the Constellation Program resulting in the cancellation of EGLS procurement
  - Agency strategy to re-initiate similar procurement for emerging program requirements
- October 2010: TOSC procurement development activities began
  - Consistent procurement strategy for a single ground processing contract that supports existing programs and emerging programs and customers
- November 5, 2010: Released TOSC Sources Sought Synopsis (NNK11TOSC11L)
  - Defined the scope of TOSC and sought information from capable sources to determine industry interest and capability, and facilitate consideration of small business set-aside potential or subcontracting goals
  - Requested comments and suggestions regarding the appropriate contract type and period of performance
- August 5, 2011: Released draft TOSC Performance Work Statement (NNK12403225L)
  - Provided prospective offerors a detailed description of the services to be performed under TOSC
  - Provided prospective offerors the opportunity to comment on the TOSC requirements
  - Space Launch System (SLS) details shown as TBD pending architecture and manifest decision
    - Addendum to draft PWS if announcement prior to release of draft Request for Proposal

TOSC Scope

- Base Contract Scope
  - Provide overall management for single processing contract supporting multiple customers, including program management and control, safety and mission assurance, IT systems and data management, work planning, control, integrated scheduling, configuration management, flight hardware processing, ground systems management, and logistics services
- Programmatic Support:
  - ISS Program Support
    - Orbital Replacement Unit (ORU) Processing: Assembly, servicing, integration, depot maintenance and repair, and transportation to launch site
    - Utilization: Processing and support to hardware and science processing for NASA, International Partners, National Laboratory and commercial customers
    - ISS Research (ISS-R): Mission integration for life science payloads developed at KSC and payloads partnered with other customers
    - Operations and Maintenance (O&M) of associated ground systems and support equipment
    - Logistics services in support of flight systems processing and ground system O&M
  - LSP Spacecraft Customer Support
    - Host services such as receiving, offloading, transportation and security of spacecraft
    - Support to planetary protection laboratory

TOSC Scope (cont)

- Programmatic Support (continued):
  - Exploration Systems Development (ESD) Support for 21CGS, SLS, and MPCV Programs
    - Advanced planning and operations technical expertise for design and development of flight and ground systems
    - Verification and validation, O&M, and sustaining engineering of ground systems used for processing, test, and checkout of flight elements and integrated launch vehicle, and launch
    - Logistics services in support of flight systems processing and ground system O&M
    - Offline element processing including MPCV hypergolic propellant loading and fluids servicing, cargo processing and stowage, SLS element processing, receiving and transportation of all elements to the Vehicle Assembly Building (VAB)
    - Integrated operations including assembly, test and checkout of vehicle elements and vehicle integration in the VAB
    - Launch operations including prelaunch mobile launcher and pad validations, propellant loading, fluids servicing, final preparations and launch
    - Recovery operations support and post-flight processing of MPCV crew module

TOSC Scope (cont)

- IDIQ Content Scope
  - Provide spaceport access to TOSC services, capabilities, and expertise to multiple customers including NASA, commercial entities, and other government agencies
  - Spaceport Services include:
    - Development of designated ground systems
    - Test, checkout and integration of customer flight hardware
    - Servicing and processing of customer launch vehicle, spacecraft, and payloads
    - Launch, landing or recovery support of customer flight hardware
    - Other services including but not limited to advanced planning; support to design and development of flight hardware or ground systems; ground systems O&M; logistics; and safety and mission assurance services

TOSC Manifest

NOTIONAL MANIFEST

Customer	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
ESD										
21 CGS	Ground Systems Development Support									
				Ground Systems V&V						
SLS/MPCV					Processing, Launch and Recovery Operations					
ISS										
CRS-SpaceX	◆◆◆	◆◆◆	◆◆◆							
CRS-Orbital	◆◆	◆◆	◆◆							
CRS-TBD				◆◆◆◆	◆◆◆◆◆	◆◆◆◆◆	◆◆◆◆◆	◆◆◆◆◆		
HTV	◆	◆	◆	◆	◆	◆		◆		
ATV	◆	◆			◆			◆		
LSP	◆◆◆	◆◆	◆◆◆	◆◆	◆◆◆	◆◆	◆◆◆	◆◆	◆◆◆	◆◆
Commercial Crew Provider		Potential Services								
NASA, commercial, and other Gov't		Potential Services								
	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22

TOSC Contracting Approach

TOSC contracting strategy pending approval

- **Contract Type:** Cost-Plus-Award-Fee *(D&F request pending)*

- **Period of performance:** 9.75 years *(FAR deviation request pending)*
  - Base and option period structure: TBD
  - 60-day phase-in period (separate firm-fixed-price purchase order)
  - Contract start (no earlier than): January 2013

TOSC Contracting Approach (cont.)

- **Type of Competition:** Full and Open Competition
  - NAICS code: 541712 Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
  - Size standard: 1,000 employees
  - Total small business subcontracting goal: 22%

Total Small Business	**22.0**%
Small Disadvantaged Business	5.0%
Women-Owned Business	2.0%
Veteran-Owned Small Business	3.0%
Service Disabled Veteran-Owned	1.0%
HUBZone	1.0%

Current Procurement Timeline

✓ Sources Sought Synopsis	November 5, 2010
✓ Industry One-on-One Discussions	January 25 to February 4, 2011
✓ Issue Draft Performance Work Statement (PWS)	August 5, 2011
Industry Day	*August 30, 2011*
Issue Draft Request for Proposal (RFP)	Late September 2011
Draft RFP Comments Due	Late October 2011
Industry Pre-Solicitation Conference/Site Visit	Mid November 2011
Issue Final RFP	Early December 2011
Initial Proposals Due	Mid February 2012
Competitive Range/Discussions	July 2012
Final Proposal Revisions Due	Mid August 2012
Contract Award	October 2012
Contract Phase-in Period	November to December 2012
Contract Start	January 2013

Schedule assumes discussions will be necessary for successful award

KSC Contracting for Services Model

Spaceport Customers

NASA Programs - Commercial Users - Other Government Agencies

KSC Spaceport Service Contracts

Information Management and Communication Services (IMCS)
Provider and integrator of information technology, voice, imaging, and data communications services

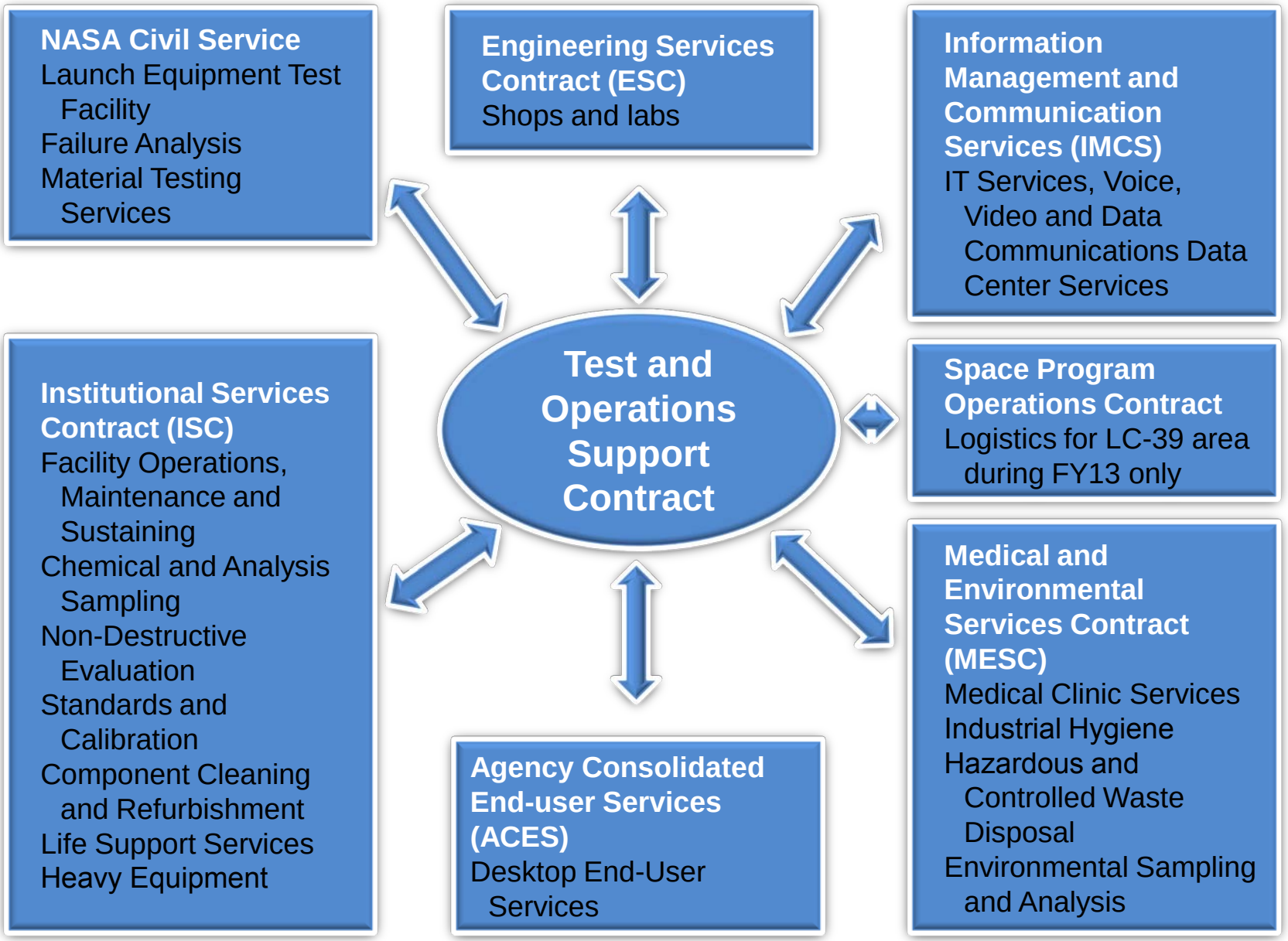
Institutional Services Contract (ISC)
Provider of facility O&M and sustaining, life support services, propellant services, transportation, and heavy equipment

Medical and Environmental Services Contract (MESC)
Provider of medical services, industrial hygiene, environmental services, and remediation

Engineering Services Contract (ESC)
Provider of ground systems design, engineering analysis and shops and laboratory O&M

Test and Operations Support Contract (TOSC)
Provider of ground processing, launch and recovery of flight hardware; and ground systems O&M and sustaining

Government-Furnished Services



Minimum TOSC Processing Footprint

Pads A&B

TPSF (Priced Option)

VAB, LCC

PHSF, MPPF, MOSB

SSPF, O&C

Performance Work Statement

- 1.0 Program and Business Management
- 2.0 Safety and Mission Assurance
- 3.0 Information Technology Management
- 4.0 Processing Support and Integration
- 5.0 Flight Hardware Processing
- 6.0 Ground Systems
- 7.0 Logistics
- 8.0 Spaceport Services

PWS Section 1.0 Program and Business Management

- Section Summary
  - This section provides requirements for the overall project and business management of this contract. Also included are risk management, continuous improvement, project control, emergency management, flight readiness, security and environmental management.
  - The Contractor is responsible for planning, organization, implementation, direction, control and reporting of all activities at all locations required by this contract. Contractor will support the Government who serves as the integrator between customers and contract implementation.

- PWS Highlights
  - Develop new and innovative approaches to program management across multiple and emerging customers
  - Describe approach for effective management of fluctuations in work load
  - Describe process for assessing and responding to Spaceport Services requests
  - Develop robust continuous improvement approach

PWS Section 2.0 Safety and Mission Assurance

- Section Summary
  - This section provides requirements to protect the public, the workforce, high-value equipment and property and the environment from harm and to assure mission success

- PWS Highlights
  - Develop and implement a Safety and Health Plan (KNPR 8715.3 and VPP compliant)
  - Develop and implement a Quality Management System (SAE AS9100 compliant)
  - Develop and implement processes to identify, eliminate, reduce, control and track hazards

PWS Section 3.0 Information Technology Management

- Section Summary
  - This section provides requirements to develop, maintain, operate, integrate and secure information systems that provide for the management, preparation, publication, control and dissemination of information and data required by this contract

- PWS Highlights
  - Implement an information management system(s) that allows for effective integration of contract requirements
  - Transition of legacy systems and associated data, assess for future use, and incorporate into information management system(s) approach as appropriate
  - Establish effective data management approach utilizing industry standards for delivery, discovery, reuse, and sharing of data

PWS Section 4.0 Processing Support and Integration

- Section Summary
  - This section provides requirements for processes, systems and tools to support flight hardware processing, ground operations, and logistics services. Section also includes requirements for advanced planning, manifest planning, contamination control, electromagnetic environmental effects control, and integration of ground processing activities in designated facilities.

- PWS Highlights
  - PWS includes requirement to provide work planning, control, scheduling, authoring and configuration management system(s). PWS also requires these systems to be accessible and usable by government and government-designated personnel.
  - TOSC performs Lead Facility Integrator role to integrate operations and maintenance functions in primary processing and support facilities as identified in Attachment J-06 Government Furnished Facilities
  - Support systems should be able to accommodate and integrate multiple customers' operations and activities
  - PWS includes advanced planning scope to provide processing operations expertise for new systems and process development

PWS Section 5.0 Flight Hardware Processing

- Section Summary
  - This section provides requirements for flight hardware processing activities, including operation of ground systems and equipment used in direct support of processing

- PWS Highlights
  - International Space Station (ISS)
    - Includes pressurized and unpressurized orbital replacement units, cargo and payload processing. Also includes utilization and research support for science experiment payloads.
  - Launch Services
    - Host services for LSP spacecraft customers including receiving, transportation and security
  - SLS
    - Off-line vehicle processing (TBD)
  - MPCV
    - Off-line spacecraft processing, Portable Equipment, Payload and Cargo (PEPC) hardware stowage, and spacecraft recovery and deservicing
    - MPCV ground processing similar to CEV processing in EGLS
  - Integrated Vehicle Processing
    - Integrated vehicle assembly, test, and launch operations

PWS Section 6.0 Ground Systems

- Section Summary
  - This section provides requirements for ground systems project management, support to NASA-managed projects, and ground systems operations, maintenance, sustaining engineering and analysis

- PWS Highlights
  - Draft OMEU attachment captures TOSC responsibilities for legacy ground systems. New ground systems supporting 21CGS will be transferred to TOSC incrementally. At Draft RFP, the OMEU will be updated to identify the major 21CGS systems.
  - Maintenance program for legacy ground systems during the early contract years that provides minimal maintenance and assures viability for future use
  - Significant verification and validation effort in support of 21CGS, including validation testing that will be performed concurrently with flight hardware processing activities (minimal use of simulators and emulators)
  - Design and implementation of NASA-managed ground systems development projects are included in IDIQ

PWS Section 7.0 Logistics

- Section Summary
  - This section provides requirements for logistics support including engineering, shops and labs, training, material management, property management and vehicle management for ground processing

- PWS Highlights
  - Provide cost-effective logistics services to multiple customers
  - NASA Space Station Depot certification required to support operations at contract start
  - LC-39 Logistics Warehouse will be transitioned to TOSC following completion of Shuttle Transition & Retirement (T&R) and is anticipated to occur in late FY 13. Prior to transition, TOSC will coordinate with the Shuttle T&R contractor for packaging, handling and storage of LC-39 ground system spares.

PWS Section 8.0 Spaceport Services

- Section Summary
  - Provide multiple customers access to TOSC spaceport services, capabilities, and expertise as requested via IDIQ
    - Customers include NASA, commercial entities, and other government agencies

- PWS Highlights:
  - Spaceport Services range from individual tasks to more extensive processing support
    - Provide customized spaceport services to multiple customers (e.g. launch vehicle and spacecraft servicing, operational and engineering expertise)
    - Operate selected TOSC-assigned ground systems (e.g. selected cranes and servicing panels) in multi-use or shared facilities to support customer operations
    - Development of designated ground systems
  - Contractor will integrate base contract work and IDIQ customer support

How to Stay Connected

- TOSC Website:
  - http://tosc.ksc.nasa.gov/
- KSC Procurement Website:
  - http://procurement.ksc.nasa.gov
- NASA Acquisition Internet Service (NAIS):
  - http://procurement.nasa.gov
- Federal Business Opportunities (FedBizOpps):
  - www.fbo.gov
  - Registration required

It is your responsibility to monitor the websites for release of any information regarding this procurement

Bidder's Library Access

- Bidder's Library:
  - TOSC website http://tosc.ksc.nasa.gov/ for public information (register for access)
    - To access TOSC Bidders Library, from main page click "Document Library". Searches available by document number or category
  - FedBizOpps website www.fbo.gov for sensitive data (register for access)
    - All document file names will begin with "TOSC"

Conclusion

- Release of the Draft Performance Work Statement intended to communicate the preliminary scope of the TOSC with industry and obtain feedback early in the procurement process
  - Space Launch System (SLS) details shown as TBD pending architecture and manifest decision
  - Plan incremental release of information as available
- The Government intends to issue a Draft RFP
- After Draft RFP release, a Pre-Solicitation Conference and Site Visit will be held to provide industry an opportunity to ask questions specific to the Draft RFP
  - Industry will have an opportunity to submit questions in writing so that the Government may officially respond. Government response will not identify submitter.

TOSC Industry Day

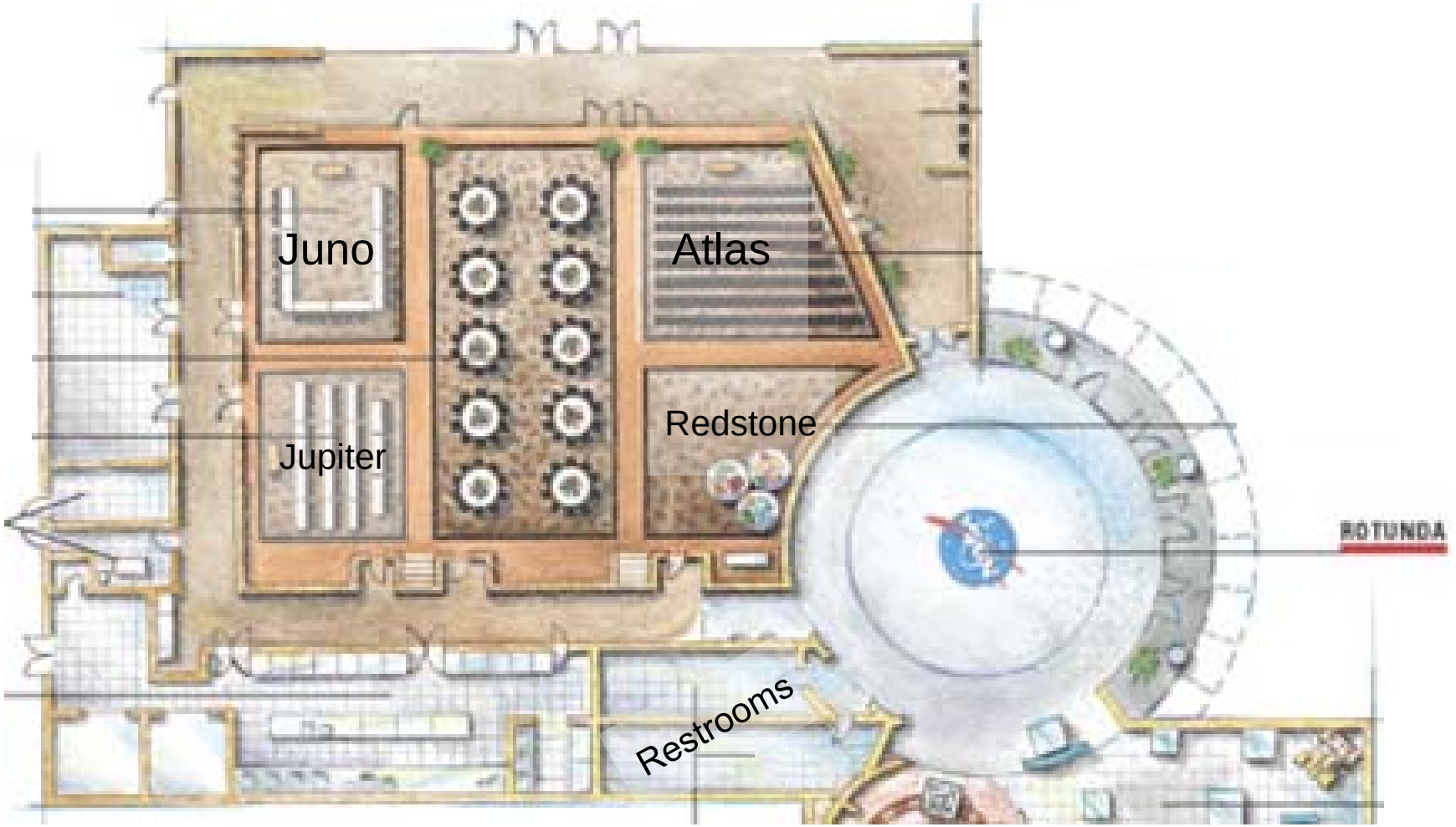
- Presentations (9:00 – 11:00 am)
  - Welcome and Overview – Laura Govan
  - Exploration Systems Development and 21st Century Ground Systems Program Orientation - TBD
  - International Space Station (ISS) Program Orientation – Ronnie Lawson
  - TOSC Procurement Overview – Laura Govan
  - **One-on-One Meeting Instructions – Laura Govan**
- Lunch / Conference Room Reconfiguration (11:00 am – 1:00 pm)
- One-On-One Meetings (1:00 – 5:00 pm)

One-on-One Instructions

- One-on-one meetings will begin at 1:00 p.m.
  - Please note that neither side will be making a formal presentation during the one-on-one meeting and recording devices are not permitted
  - Meetings will not exceed 25 minutes in length and attendance is limited to 5 attendees
  - Meetings will occur every 30 minutes between 1:00 p.m. to 5:00 p.m.

Time	ATLAS Breakout Room	JUNO Breakout Room	JUPITER Breakout Room	REDSTONE Breakout Room
1:00-1:25	United Space Alliance	Northrop Grumman Technical Services	Creative Management Technology, Inc.	ZIN Technologies, Inc.
1:30-1:55	Teledyne Brown Engineering	Yang Enterprises	MEI Technologies	United Paradyne Corporation
2:00-2:25	Raytheon Technical Services Company	URS Federal Technical Services, Inc.	Honeywell	ASRC Aerospace Corporation
2:30-2:55	Lockheed Martin	LJT & Associates	ARES Corporation	U.S.-Israel Science and Technology Foundation
3:00-3:25	Boeing Space Operations Company	Sierra Lobo	IBM	ATDL
3:30-3:55	Jacobs Technology	Harris Corporation	MRI Company	Cimarron
4:00-4:25	Orbital Sciences Corporation	Technical Applications Unlimited		Analytical Graphics
4:30-4:55	All Points Logistics			

Facility Layout



Thank you for attending!

A copy of this presentation, questions and answers and the attendance list will be posted on the acquisition website:

http://tosc.ksc.nasa.gov

Acceptable and Unacceptable Topics for Discussion

- **Acceptable topics for the one-on-one meeting**
  - The general purpose of TOSC
  - Any information about TOSC or KSC that NASA has already made accessible to the public or is otherwise being made available to all interested parties
  - Historical information about the general nature or scope of prior similar contracts whose requirements may be similarly addressed in whole or in part under TOSC
  - Information that describes the federal procurement process as defined in the Federal Acquisition Regulation (FAR) or NASA FAR Supplement
  - Procurement specific information already published such as information contained in the sources sought synopsis or other information published on the TOSC website
- **Unacceptable topics for the one-on-one meeting**
  - Proprietary or confidential business information of contractor(s) or other business entities performing similar ongoing efforts
  - Privacy Act protected information such as existing contractor employees' personal data
  - Trade Secrets Act protected information
  - Speculation on what the Government might be looking for in the proposals
  - Different technical and management approaches
  - Technical efficiencies
  - Any particular Government emphasis
  - Performance of contractors providing similar requirements